

CONFERENCE AGENDA

- 8:30 a.m.** **Registration**
(Coffee Served)
- 9:00 a.m.** **Plenary Session**
Welcoming Remarks,
Director USAID
Midwest Business Opportunities
Center
- 9:15 a.m.** **Review of Conference**
Objectives
- 9:30 a.m.** **Keynote Speaker**
Assistant Administrator for
Management, USAID
- 9:45 a.m.** **Contracting with USAID from**
the Contractor's Viewpoint
- 10:15 a.m.** **Break**
- 10:30 a.m.** **Plenary Session Panel**
Questions and Answers
- 11:30 p.m.** **Lunch Speaker**
Speaker: Larry Byrne,
Asst. Administrator for
Management, USAID
- 1:00 p.m.** **Concurrent Afternoon Sessions**
(Workshops)
- Workshop #1: Contracting Procedures for**
Technical Services (Basic)
- Workshop #2: Export Opportunities &**
Export-related Services
- Workshop #3: Geographic Regional Overview**
- Workshop #4: Subcontracting Opportunities**
- 2:20 p.m.** **Rotate Workshops**
- 2:30 p.m.** **Each Workshop Repeats**
- 3:30 p.m.** **Conference Ends**

Conference Information

Date: November 20, 1996

Conference Site:

Place: Holiday Inn Mart Plaza Hotel
World Trade Center
350 North Orleans St.
Chicago, Ill. 60654

Registration Fee:

\$45 for members of the World Trade Center
Chicago Association
\$55 for other participants

For Further Information Contact:

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or

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Business Opportunities
with the
U.S. Agency for
International
Development



Wednesday, November 20, 1996
Holiday Inn Mart Plaza Hotel
World Trade Center
350 North Orleans St.
Chicago, Illinois, 60654

USAID



Business Opportunities with the U.S. Agency for International Development (USAID)

Vendor Town Meeting

On Wednesday, November 20, 1996, USAID will bring to Chicago a program of discussion and information about international business opportunities for U.S. businesses, both large and small, with USAID.

USAID administers the U.S. foreign economic assistance program around the world, providing assistance in developing countries to improve and to promote economic stability and world peace in support of U.S. foreign policy. Seventy percent of all U.S. foreign aid is ultimately spent on U.S. goods and services.

The U.S. business community plays a vital role in meeting the challenges of world development. USAID encourages all businesses interested in international development work to attend this important one-day conference.

USAID's Office of Small and Disadvantaged Business Utilization/Minority Resource Center (OSDBU/MRC) assists U.S. small businesses and disadvantaged enterprises, including businesses owned by women, Minority Serving Institutions and Private Voluntary Organizations which are controlled by minorities and women.

The purpose of this one-day conference is to introduce the opportunities offered by USAID to the U.S. private business sector, especially small and disadvantaged enterprises.

Workshops

Four workshops will be conducted. Prominent professionals from USAID and the business community will present new information and discuss opportunities of interest to both long-time Agency contacts and firms which have not previously worked with USAID. The following is a brief overview of some of the workshops that will be offered at the conference.

Export Opportunities

This workshop is for firms interested in exporting manufactured products, equipment and materials. Information will be provided on product eligibility, contracting procedures and how to obtain regular information bulletins. It will also cover shipment of food aid and USAID financed commodities.

Contracting Procedures for Technical Services

In this workshop, USAID contracting staff will outline procedures covering formally and informally negotiated contracts, advertising requirements, selection and award procedures and contract administration. They will also discuss the differences between USAID direct contracts and host country contracts, together with new procedures and organizational changes that are planned to improve

Subcontracting Opportunities

Subcontracting to prime contractors is often the first step in working on USAID projects. This workshop will provide firms with the information on how to discuss current and future subcontract opportunities.

